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DEPARTMENT OF JUSTICE

SEP 11 2 33 PM 1969

Budget Bureau No. 43-R210.6  
Approval Expires Oct. 31, 1971

REGISTRATION SECTION

UNITED STATES DEPARTMENT OF JUSTICE  
WASHINGTON, D.C. 20530

SUPPLEMENTAL STATEMENT

Pursuant to Section 2 of the Foreign Agents  
Registration Act of 1938, as Amended

For Six Month Period Ending JUL 28 1969  
(Insert date)

Name of Registrant

Registration No. 1421

Development Counsellors International, Ltd.  
Business Address of Registrant  
20 E. 46 St., New York, N.Y. 10017

I - REGISTRANT

1. Has there been a change in the information previously furnished in connection with the following:

(a) If an individual:

(1) Residence address	Yes <input type="checkbox"/>	No <input type="checkbox"/>
(2) Citizenship	Yes <input type="checkbox"/>	No <input type="checkbox"/>
(3) Occupation	Yes <input type="checkbox"/>	No <input type="checkbox"/>

(b) If an organization:

(1) Name	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>
(2) Ownership or control	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>
(3) Branch offices	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>

2. Explain fully all changes, if any, indicated in Item 1.

Not applicable

IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4, and 5.

3. Have any persons ceased acting as partners, officers, directors or similar officials of the registrant during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish the following information:

Name

Position

Date Connection  
Ended

Not applicable

4. Have any persons become partners, officers, directors or similar officials during this 6 month reporting period?  
Yes ☐ No ☒

If yes, furnish the following information:

Name	Residence Address	Citizenship	Position	Date Assumed
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Not applicable

5. Has any person named in Item 4 rendered services directly in furtherance of the interests of any foreign principal? Yes ☐ No ☐ Not applicable

If yes, identify each such person and describe his services.

Not applicable

6. Have any employees or individuals other than officials, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting period?  
Yes ☐ No ☒

If yes, furnish the following information:

Name	Position or connection	Date terminated
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Not applicable

7. During this 6 month reporting period, have any persons been hired as employees or in any other capacity by the registrant who rendered services to the registrant directly in furtherance of the interests of any foreign principal in other than a clerical or secretarial, or in a related or similar capacity?  
Yes ☐ No ☒

If yes, furnish the following information:

Name	Residence Address	Position or connection	Date connection began
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Not applicable

## II - FOREIGN PRINCIPAL

8. Has your connection with any foreign principal ended during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish the following information:

Name of foreign principal

Not applicable

Date of Termination

- 
9. Have you acquired any new foreign principal<sup>1</sup> during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish following information:

Name and address of foreign principal

Date acquired

Not applicable

- 
10. In addition to those named in Items 8 and 9, if any, list the foreign principals<sup>1</sup> whom you continued to represent during the 6 month reporting period.

Nova Scotia Department of Trade & Industry, Halifax, N.S., Canada

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## III - ACTIVITIES

11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 8, 9 and 10 of this statement? Yes ☒ No ☐

If yes, identify each such foreign principal and describe in full detail your activities and services:

Nova Scotia Dept. of Trade & Industry: see attached monthly activity reports describing our activities on behalf of this foreign principal.

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<sup>1</sup> The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual or organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a)(9)).  
A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those foreign principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity<sup>2</sup> as defined below?

Yes ☐ No ☒

If yes, identify each such foreign principal and describe in full detail all such political activity, indicating, among other things, the relations, interests and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored or delivered speeches, lectures or radio and TV broadcasts, give details as to dates, places of delivery, names of speakers and subject matter.

Not applicable

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13. In addition to the above described activities, if any, have you engaged in activity on your own behalf which benefits any or all of your foreign principals?

Yes ☐ No ☒

If yes, describe fully.

Not applicable

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<sup>2</sup> The term "political activities" means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

# IV - FINANCIAL INFORMATION

## 14. (a) RECEIPTS - MONIES

During this 6 month reporting period, have you received from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise?

Yes ☒ No ☐

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies.<sup>3</sup>

<i>Date</i>	<i>From Whom</i>	<i>Purpose</i>	<i>Amount</i>
Mar. 7, 1969	Nova Scotia Trade-Ind.	Fee & Expenses	\$14,873.86
Mar. 28 "	" "	" & " "	3,601.23
June 12, "	" "	" " "	3,517.37
June 23 "	" "	" " "	3,467.28
July 7 "	" "	" " "	5,493.42

\$30,953.16  
Total

## 14. (b) RECEIPTS - THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value<sup>4</sup> other than money from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal?

Yes ☐ No ☒

If yes, furnish the following information:

<i>Name of foreign principal</i>	<i>Date Received</i>	<i>Description of thing of value</i>	<i>Purpose</i>
Not applicable			

<sup>3</sup> A registrant is required to file an Exhibit D if he collects or receives contributions, loans, money, or other things of value for a foreign principal, as part of a fund raising campaign. See Rule 201(e).

<sup>4</sup> Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

(\*) All disbursements listed on this page were in behalf of the Nova Scotia Trade & Industry Dept.

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15. (a) DISBURSEMENTS - MONIES \*

During this 6 month reporting period, have you

(1) disbursed or expended monies in connection with activity on behalf of any foreign principal named in Items 8, 9 and 10 of this statement? Yes ☒ No ☐

(2) transmitted monies to any such foreign principal? Yes ☐ No ☒

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies, including monies transmitted, if any, to each foreign principal.

Date	To Whom	Purpose	Amount
2/5/69	James Hook & Co.	Lobsters	\$2,205.00
2/11/69	E. T. Ellenis	Expenses	142.64
2/11/69	Fairmont Hotel	Lodging	63.46
2/11/69	Los Angeles Biltmore	Lodging	154.82
2/11/69	Statler Hilton	Lodging	63.46
2/11/69	Fairmont Hotel	Lodging	48.10
2/11/69	Copy Art	Photos	8.82
2/11/69	Attention, Inc.	Printing	76.50
2/11/69	Ira Furman Co.	Transportation	33.40
2/11/69	P R Wire Svce.	Wire Service	80.00
2/12/69	Audio Photo Service	Projection Service	243.67
2/19/69	Industrial Purchasing	Advertisement	25.00
2/21/69	E. T. Ellenis	Expenses	16.25
2/25/69	Empire State Typewriter	Rental	15.75
2/28/69	Clairtone	Radioes	216.27
3/4/69	Allegheny Airlines	Air Fare	17.85
3/4/69	Eastern Airlines	Air Fare	165.90
3/5/69	E. T. Ellenis	Expenses	125.00
3/10/69	E. T. Ellenis	Expenses	250.00
3/10/69	Norman Ryan	Transportation	10.00
3/19/69	David W. Sherer	Transportation	12.90
3/19/69	James Hook & Co.	Lobsters	1,512.00
3/20/69	Biltmore Hotel	Lodging	2.11
3/31/69	Roosevelt Hotel	Entertainment	30.98
3/31/69	Hotel America	Lodging	47.00
3/31/69	Princess Martha Hotel	Lodging	46.46
3/31/69	American Industry	Advertisement	25.00
3/31/69	Frank E. Knight	Aprons	1,430.00
3/31	Sheraton Plaza	Luncheons	1,295.98
3/31	Hotel America	Luncheons	738.26
3/31	Alpha Club	Luncheons	947.10
3/31/69	Plaza Hotel	Luncheons	1,246.30
3/31/69	New York Hilton	Lodging	426.21
3/31/69	Major Theatre Equip.	Projection and equip.	48.03
3/31/69	King Cole Projection	"	68.25
3/31/69	Ira Furman & Co.	Transportation	32.57
3/31/69	T. M. Levine	Expenses	9.00
4/8/69	Greater Phil. C of C	Directory	27.56
4/10	Calvin Campbell	Photos	3.00
4/10/69	Wide World Photos	Photos	148.00
5/22/69	Wide World Photo	Photos	77.20
5/22/69	Copy Art	Photos	11.81
5/22/69	Burrelle's	Clipping Service	123.29
6/3/69	Attention, Inc.	Printing	54.60
6/12/69	E. Ellenis	Expenses	28.30
6/19/69	Allegheny Airlines	Airfare	52.50
6/23/69	E. Ellenis	Expense Advances	100.00
7/3/69	James Hook & Co.	Lobsters	405.00
7/3/69	Bellevue Stratford	Lodging	32.17
7/3/69	E. Ellenis	Lodging	84.45
7/7/69	Williams, Brown, Carlo	Projectionist	78.16
7/7/69	Bauer Audio Video	"	107.64
7/7/69	Lou Chaiken Music	Entertainment	50.00
7/7/69	Ira Furman Co.	Transportation	21.86

\$13,326.48

15. (b) DISBURSEMENTS - THINGS OF VALUE

During this 6 month reporting period, have you disposed of anything of value<sup>5</sup> other than money in furtherance of or in connection with activities on behalf of any foreign principal named in items 8, 9 and 10 of this statement?

Yes ☐ No ☒

If yes, furnish the following information:

<i>Date disposed</i>	<i>Name of person to whom given</i>	<i>On behalf of what foreign principal</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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Not applicable

(c) DISBURSEMENTS - POLITICAL CONTRIBUTIONS

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value<sup>5</sup> in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office? Yes ☐ No ☒

If yes, furnish the following information:

<i>Date</i>	<i>Amount or thing of value</i>	<i>Name of political organization</i>	<i>Name of candidate</i>
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Not applicable

V - POLITICAL PROPAGANDA

(Section 1(j) of the Act defines "political propaganda" as including any oral, visual, graphic, written, pictorial, or other communication or expression by any person (1) which is reasonably adapted to, or which the person disseminating the same believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, or in any other way influence a recipient or any section of the public within the United States with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party or with reference to the foreign policies of the United States or promote in the United States racial, religious, or social dissensions, or (2) which advocates, advises, instigates, or promotes any racial, social, political, or religious disorder, civil riot, or other conflict involving the use of force or violence in any other American republic or the overthrow of any government or political subdivision of any other American republic by any means involving the use of force or violence.)

16. During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any political propaganda as defined above? Yes ☐ No ☒

IF YES, RESPOND TO THE REMAINING ITEMS IN THIS SECTION V.

17. Identify each such foreign principal.

Not applicable

<sup>5</sup> Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

18. During this 6 month reporting period, has any foreign principal established a budget or allocated a specified sum of money to finance your activities in preparing or disseminating political propaganda?  
Yes ☐ No ☒

If yes, identify each such foreign principal, specify amount, and indicate for what period of time.

Not applicable

19. During this 6 month reporting period, did your activities in preparing, disseminating or causing the dissemination of political propaganda include the use of any of the following: Not applicable

☐ Radio or TV broadcasts ☐ Magazine or newspaper articles ☐ Motion picture films ☐ Letters or telegrams  
☐ Advertising campaigns ☐ Press releases ☐ Pamphlets or other publications ☐ Lectures or speeches  
☐ Other (specify) \_\_\_\_\_

20. During this 6 month reporting period, did you disseminate or cause to be disseminated political propaganda among any of the following groups: Not applicable

☐ Public Officials ☐ Newspapers ☐ Libraries  
☐ Legislators ☐ Editors ☐ Educational institutions  
☐ Government agencies ☐ Civic groups or associations ☐ Nationality groups  
☐ Other (specify) \_\_\_\_\_

21. What language was used in this political propaganda: Not applicable  
☐ English ☐ Other (specify) \_\_\_\_\_

22. Did you file with the Registration Section, Department of Justice, two copies of each item of political propaganda material disseminated or caused to be disseminated during this 6 month reporting period?  
Yes ☐ No ☐ Not applicable

23. Did you label each item of such political propaganda material with the statement required by Section 4(b) of the Act? Yes ☐ No ☐ Not applicable

24. Did you file with the Registration Section, Department of Justice, a Dissemination Report for each item of such political propaganda material as required by Rule 401 under the Act?  
Yes ☐ No ☐ Not applicable

## VI - EXHIBITS AND ATTACHMENTS

### 25. EXHIBITS A AND B

- (a) Have you filed for each of the newly acquired foreign principals in Item 9 the following:

Exhibit A<sup>6</sup> Yes ☐ No ☐ Not applicable  
Exhibit B<sup>7</sup> Yes ☐ No ☐

If no, please attach the required exhibit.

- (b) Have there been any changes in the Exhibits A and B previously filed for any foreign principal whom you represented during this six month period?

Yes ☐ No ☒

If yes, have you filed an amendment to these exhibits? Yes ☐ No ☐

If no, please attach the required amendment.

<sup>6</sup> The Exhibit A, which is filed on Form DJ-306, sets forth the information required to be disclosed concerning each foreign principal.

<sup>7</sup> The Exhibit B, which is filed on Form DJ-304, sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.



26. EXHIBIT C

If you have previously filed an Exhibit C<sup>8</sup>, state whether any changes therein have occurred during this 6 month reporting period.

Yes ☐ No ☒

If yes, have you filed an amendment to the Exhibit C? Yes ☐ No ☐

If no, please attach the required amendment. Not applicable

27. SHORT FORM REGISTRATION STATEMENT

Have short form registration statements been filed by all of the persons named in Items 5 and 7 of the supplemental statement?

Yes ☒ No ☐

If no, list names of persons who have not filed the required statement.

Not applicable

The undersigned swear(s) or affirm(s) that he has (they have) read the information set forth in this registration statement and the attached exhibits and that he is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his (their) knowledge and belief, except that the undersigned make(s) no representation as to the truth or accuracy of the information contained in attached Short Form Registration Statement, if any, insofar as such information is not within his (their) personal knowledge.

(Type or print name under each signature)

(Both copies of this statement shall be signed and sworn to before a notary public or other person authorized to administer oaths by the agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions who are in the United States, if the registrant is an organization.)

Ted M. Levine  
Ted M. Levine, president

E. T. Ellenis  
E. T. Ellenis, Vice President

Subscribed and sworn to before me at

NEW YORK, NY.

this 3rd day of September, 19 69

Malcolm N. Smith

NOTARY PUBLIC, State of New York  
No. 03-37673005  
Appointed for Bronx County  
Commission Expires March 30, 1971

My commission expires \_\_\_\_\_, 19 \_\_\_\_\_

<sup>8</sup> The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, constitution, and bylaws of a registrant that is an organization. (A waiver of the requirement to file an Exhibit C may be obtained for good cause shown upon written application to the Assistant Attorney General, Internal Security Division, Department of Justice, Washington, D.C. 20530.



*Development Counsellors International, Ltd.*

20 E. 46 ST. • NEW YORK, N.Y. 10017 • (212) MU 7-1383

March 1, 1969

Mr. Stewart M. Anderson, Director  
Nova Scotia Information Service  
5670 Spring Garden Road  
Halifax, Nova Scotia, Canada

Dear Stew:

Here is our monthly report covering DCI activities on behalf of the  
Nova Scotia Information Service for February:

1. TAX EXECUTIVES INSTITUTE:

Approached TEI with idea that Nova Scotia sponsor a select lobster dinner in conjunction with their annual conference in New York next September. TEI's membership consists of corporate treasurers and Finance Vice Presidents crucial to plant location decision.

2. INDUSTRIAL WORLD:

Sold this top business publication on updated feature on Sydney Steel featuring Mr. Cameron.N.S.I.S. to provide.

3. JOURNAL OF COMMERCE:

Placed major containerization story vis a vis Nova Scotia for March special issue on Chicago world trade. Angle: New Nova Scotia land bridge to bring shipments to Chicago area.

4. MEDIA & METHODS:

Excellent article on Nova Scotia's educational television system appeared in February issue. Article direct result of fall press tour. Written by Dr. Sydney Forman.

5. PREMIER'S TRIP TO FLORIDA -- CANADA WEEK:

Coordinated this key trip with you, provided ideas on press contacts, made plans to accompany you on this key "good will" trip.

6. NEWSPAPER ENTERPRISE ASSOCIATION:

Interested executive editor, Murray Olderman, on doing feature on come back of Sydney Steel. Will be based on story for Industrial World.

7. WEST COAST PHOTO:

Serviced photo of Dr. McKeough and Southern Californian who caught prize winning tuna in Nova Scotia waters to California sports editors. Sent supply for distribution in Nova Scotia. more

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DEPARTMENT OF JUSTICE

8. BUSINESS ABROAD:

Interested editor Jack Roach in feature on new Nova Scotia land bridge based on Murray Barnard's story. Also with Farnsworth Fowle of the NEW YORK TIMES.

9. SAN FRANCISCO MORNING NEWS-GAZETTE:

Ran three column story on Nova Scotia investment luncheon in San Francisco.

10. DALLAS TIMES HERALD:

Published similar favorable story on Nova Scotia investment luncheon in Dallas. Also: Explored notion of working with new Fairmont Hotel in Dallas next year.

11. INVESTMENT LUNCHEONS -- 1969-70:

Sent you suggested schedule for next year. Reworked to fit in with your idea of (New York-Chicago) (San Francisco-Los Angeles) (Dallas-Miami) format.

12. BRANDON'S SHIPPER:

Published lengthy article on Halifax crown corporation to work on containerport. Same story appeared in Evansdale, Iowa Enterprise, Hayti, Mo. Herald and Refrigerated Transporter.

13. CLAIRTONE RADIOS:

Supplied the Deputy Minister of Finance and Economics with 40 mini hi-fis for distribution to bond buyers. Also sent two radios to First National City Bank vice president as per request.

14. TMT:

Provided additional information to this shipping company interested in establishing Halifax to West Indies containershipping service.

15. INDUSTRIAL INQUIRIES:

Turned over several inquiries from industrial prospects to the Deputy Minister of Trade and Industry.

That's it for February.

Sincerely,

Manny Ellenis

ME:ic

Encl.



*Development Counsellors International, Ltd.*

20 E. 46 ST. • NEW YORK, N.Y. 10017 • (212) MU 7-1383

April 1, 1969

Mr. Stewart M. Anderson, Director  
Nova Scotia Information Service  
5670 Spring Garden Road  
Halifax, Nova Scotia, Canada

Dear Stew:

The following projects constituted the bulk of DCI work for the Nova Scotia Information Service during the month of March:

1. NEW YORK TIMES:

DCI's effort to produce a major article on the Halifax containerport culminated in a two column story in the March 30 Sunday edition leading off with this headline: "Halifax's Future Is Bright In Containership Service." Work involved also included setting up an interview of the Deputy Minister when he was in New York recently.

2. JOURNAL OF COMMERCE:

DCI generated another major Halifax containerport feature in the March 5th special issue on Chicago World Trade. The story, 10 inches deep on two columns, featured a two column photograph of the containerport site.

3. AMERICAN BANKER:

For the Banker's "Canadian Issue," DCI assembled a 1200 word article for the signature of the Minister of Trade and Industry and also sent along a production picture of Canadian Motor Industries. The story will be appearing April 15th.

4. PREMIER'S TRIP TO FLORIDA:

DCI provided 4½ man days to help generate publicity. Arranged for press photographs to be taken at the Rotary Club luncheon in St. Petersburg. Set up pictures of the Premier with the Lt. Governor of Florida, had them serviced throughout the state. Clippings will soon be coming in.

5. NATIONAL REAL ESTATE INVESTOR:

Published feature on Nova Scotia investment opportunities based on material prepared for the New York investment luncheon.

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6. AMERICAN CAN PUBLICITY:

Drafted release for business press announcing American Can's decision to manufacture in Nova Scotia. Has appeared in the Journal of Commerce, Wall Street Journal.

7. HOLIDAY MAGAZINE:

Planning a major feature on lobster for the May issue. DCI provided background information on the Nova Scotia lobster, its production and the season as well as type.

8. ARKANSAS MIRROR:

Published long story on the Negro living in Nova Scotia. Based on interview set up in Chicago for the Minister of Finance and Economics at the time of the Investment Luncheon there.

9. HALIFAX PORT RELEASE:

Drafted and sent to the U.S. shipping press, a four paragraph photo story on the emerging \$10 million Halifax containerport being readied for 1970 operations.

10. EDUCATIONAL TV PUBLICITY:

The Newspaper Enterprise Association story during March appeared in the following publications:

. Terrell, Texas Tribune	. Canon City, Colo. Record
. San Antonio, Texas Express & News	. Bozeman, Mont. Chronicle

11. BALTIMORE NEWS AMERICAN:

Published story on Halifax containerport.

12. PROGRAM FOR 1969-1970:

DCI prepared for your consideration.

13. ADDITIONAL:

Handled inquiry from Pais Perl Corporation in New York which was followed up by the Deputy Minister when he came to New York later in the month. Also, American Industry magazine ran photo story on the Clairtone mini hi-fi radio. Also appeared in Industrial Purchasing Agent.

That's it.

Sincerely,

Manny Ellenis

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*Development Counsellors International, Ltd.*

20 E. 46 ST. • NEW YORK, N.Y. 10017 • (212) MU 7-1383

May 1, 1969

Mr. Stewart M. Anderson, Director  
Nova Scotia Information Service  
5670 Spring Garden Road  
Halifax, N.S., Canada

Dear Stew:

Here is our report for the month of April summarizing our major activities on behalf of the Nova Scotia Information Service:

1. Coordinated with the Rotary Club of Pittsburgh the matter of changing the Deputy Minister's talk from the original date of June 5th to June 25th.
2. Began working from the ground up a brand new guest invitation list for the Philadelphia Investment Luncheon which is now set as June 24th at the Bellevue-Stratford Hotel. This list, when completed, will include leading manufacturers, bankers, Chamber of Commerce officials and the press.
3. Drafted the AMERICAN BANKER article placed by DCI which appeared during the month in the special issue on Canada, and as a special bonus we got in a picture of Canadian Motors on the front page.
4. Met with Baldwin Ward, Editor of the well regarded NEWSFRONT Magazine and suggested a section on Nova Scotia in the forthcoming special issue on Canada.
5. The publication, FILM NEWS, published a long and favorable editorial on Nova Scotia's Educational TV program. This is a direct result of the DCI organized press tour of last fall.
6. Placed a Nova Scotia story with the LOS ANGELES COMMERCIAL NEWS which will appear in May as part of the publication's World Trade Week special issue.
7. Placed major feature on Nova Scotia Fish Flour process with LeRoy Pope of UNITED PRESS INTERNATIONAL and arranged telephone interview with Bill DuVal, president of Cardinal Proteins. Also sent same story, written by Murray Barnard, to Business Abroad, Chemical & Engineering News, Journal of Commerce, and the New York Times.

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8. BUSINESS ABROAD in a major story on the Canadian land-bridge devoted a substantial section to the Port of Halifax which was based on the material provided by DCI. Publication also used a two-column picture of the Port.
9. At your request, came up with panelist for the Annual Conference of the Canadian Public Relations Society. He is Ray Fremed, Engineering Editor of Chemical Week Magazine.
10. Drafted inquiry-getting release on the new Voluntary Economic Planning Four-Year Review which was sent to the financial, business and foreign trade press. One initial pick-up by JOURNAL OF COMMERCE. Also suggested that the chart material featured in this review be made into slides for our investment luncheon reception presentations.
11. Discussed with Editor of MODERN MANUFACTURING possibility of a major article on Nova Scotia.
12. Sent release on the retirement of Margaret Perry to leading film publications.
13. During the month the following publications published stories on the Port of Halifax based on material provided by DCI. These were: DEFENSE TRANSPORTATION JOURNAL, GLOUCESTER CITY, NEW JERSEY NEWS, and PROGRESSIVE RAILROADING.
14. Sent to leading Real Estate publications your NSIS newsletter on the growth of Metropolitan Halifax.

That's it for April.

Sincerely,

Manny Ellenis

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Encl.



*Development Counsellors International, Ltd.*

20 E. 46 ST. • NEW YORK, N.Y. 10017 • (212) MU 7-1383

May 31, 1969

Mr. Stewart M. Anderson, Director  
Nova Scotia Information Service  
5670 Spring Garden Road  
Halifax, N.S., Canada

Dear Stew:

Here is a brief summary of our public relations work for the Nova Scotia Information Service during the month of May:

1. Proposed to Martin Skala of the Christian Science Monitor that he visit Nova Scotia to do a business series next month. Favorably received.
2. Began working up proposal letter for Howard Lewis of Business Week to do story on new "Halifax Process" for fish flour.
3. Developed additional material for the New York Times for story it is preparing on Fortress Louisbourg.
4. Prepared and delivered to you a guest list for the Philadelphia Investment Luncheon consisting of 615 manufacturers, bankers, finance men, media people and appropriate government officials.
5. The Los Angeles Commercial News published the fish flour feature submitted last month by DCI as part of the publication's World Trade Week issue.
6. Distribution Manager published the Halifax containerport story/ photo merchandised by DCI to the shipping press.
7. Prepared series of possible newspegs for inclusion in the Philadelphia/Pittsburgh speech to be delivered by the Deputy Minister in June.
8. Made all necessary arrangements with the Bellevue Stratford Hotel in Philadelphia for the investment luncheon.
9. Furnished Container News with appropriate background and photographs for Halifax containerport story it is doing for the July issue.
10. Drafted release for the travel trade press announcing the appointment of Gerald Redmond as Assistant Deputy Minister of Trade and Industry (Tourism). Sent with photograph and mention of John Bugden.

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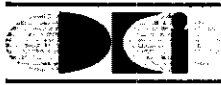
11. Drafted release announcing availability of new Nova Scotia Manufacturers Directory. Will be sending to financial and business press next week.
12. Provided you with brief capsule information on Dallas and Atlanta, possible Investment Luncheon cities for the 1969-70 circuit.
13. Suggested a press tour in July based on the first time arrival of containerships at the Halifax container port.
14. Placed with the Journal of Commerce a major feature on fish flour concentrate. To be signed by the Deputy Minister. For the June 7th Manufacturing Chemists Association special issue.
15. Odds and Ends:
  - . Sent you detailed information on how to handle shipment of information kits for Philadelphia and Pittsburgh.
  - . Sent you clip of New York Times on status of the Negro in Nova Scotia.
  - . Requested dramatic photo of Halifax containerport which we saw in the Halifax Chronicle Herald.
  - . Photo story of Halifax containerport appeared in Container World.
  - . Air Conditioning News requested copy of VEP Review following DCI publicity.

That concludes the report for May.

Sincerely,

Manny Ellenis

ME:1c  
Encl.



*Development Counsellors International, Ltd.*

20 E. 46 ST. • NEW YORK, N.Y. 10017 • (212) MU 7-1383

June 30, 1969

Mr. Stewart M. Anderson, Director  
Nova Scotia Information Service  
5670 Spring Garden Road  
Halifax, N.S., Canada

Dear Stew:

Here is our monthly report summarizing rapidly the major activities and achievements of DCI on behalf of the Nova Scotia Information Service during the month of June:

1. Clairtone Promotion

At your request, assisted N.S.I.S. staff members David Stuart and Wayne McDonald in implementing Clairtone promotion at Consumer Electronics Show in New York City.

DCI, on less than one day notice, helped produce hundreds of photographs for use at the trade show. We also produced five different press releases on time for the start of the show.

DCI also set up a luncheon press conference enabling Clairtone to announce a new color television design. Among the 30 publications represented at the overflow press event:

- |                             |                         |
|-----------------------------|-------------------------|
| . Wall Street Journal       | . Popular Mechanics     |
| . Journal of Commerce       | . Science & Mechanics   |
| . Family Circle             | . Good Housekeeping     |
| . Electronic Design         | . TV Digest             |
| . Radio & Television Weekly | . High Fidelity         |
| . Electronics               | . Electronic Technician |
| . Variety Department Store  | . Electronic News       |
| . Merchandiser              | . McCall's              |
| . Esquire                   | . Canadian Press        |
| . Radio-Electronics         | . Electronics World     |
| . Bride Magazine            |                         |

Publicity achievements uncovered to date include stories in the Wall Street Journal and the Journal of Commerce. We have taken out a one month clipping service to detect as much publicity as possible.

more

2. Philadelphia Investment Luncheon & Pittsburgh Rotary Club

DCI staff spent three man days during the month accompanying the Deputy Minister to both events which were planned and implemented by our firm. Special releases were written for both events.

In Philadelphia, Mr. Knight spoke before a select audience of 65 leading manufacturers and bankers.

In Pittsburgh, he addressed 180 members of the local Rotary Club, and was interviewed by the Pittsburgh Press.

3. National Association of Manufacturers

Without making any commitment, DCI explored the possibility of the Premier addressing a prestige NAM luncheon gathering as guest speaker. Proposal was favorably received.

4. Fish Protein Publicity

During the reporting period, DCI drafted a 1500 word article on the new fish protein plant in Nova Scotia and the "Halifax Process." Story appeared on page three of the Journal of Commerce in its entirety. A similar story placed by DCI appeared in Business Abroad Magazine.

5. Publicity for N.S. Directory of Manufacturing

Publicity generated by DCI (reported in the Journal of Commerce and Dun and Bradstreet's World Marketing Letter) attracted inquiries from the following companies:

- |                              |  |
|------------------------------|--|
| . J.P. Stephens & Co.        | . The Surplus Record                     |
| . Smith & Johnson Inc.       | . F.W. Myers & Co.                       |
| . Atlas Publishing Co.       | . Labash, Inc.                           |
| . Du Pont                    | . Automatic Feeder Co.                   |
| . Phillips Petroleum Co.     | . Townsend Co. Ltd.                      |
| . RNG Equipment Ltd.         | . Personnel Journal                      |
| . Technical Survey           | . Maryland Dept. of Economic Development |
| . Buck International         | . Commercial Parts Mfg. Co.              |
| . First Pennsylvania Banking | . Deposit Guaranty National Bank         |
| . Cambridge Wire Cloth Co.   | . Cifuentes & Co. Ltd.                   |
| . Amerace-Esna Corp.         |  |

6. Miscellaneous

- . Our release announcing Gerald Redmond's promotion has appeared in Travel Weekly and the New Haven Register.
- . DCI release on VEP's Economic Review appeared in the Los Angeles Commercial News and the Weekly Bond Buyer.
- . Requested photo of world's largest generator which we will be sending out next month.

That's it for June. A good month.

Sincerely,  
Manny Ellenis

ME:ic Encl.



*Development Counsellors International, Ltd.*

20 E. 46 ST. • NEW YORK, N.Y. 10017 • (212) MU 7-1383

July 31, 1969

Mr. Stewart M. Anderson, Director  
Nova Scotia Information Service  
5670 Spring Garden Road  
Halifax, N.S., Canada

Dear Stew:

Here is DCI's monthly report covering our activities on behalf of the Nova Scotia Information Service for the month of July:

1. Placed and had published a photo feature in the Sunday New York Times on the Halifax containerport.
2. Interested Business Week and the Christian Science Monitor in a major feature on the Halifax Process for manufacturing fish protein concentrate. Sent both publications comprehensive background memorandum with samples of FPC. Item appeared in Chemical Spotlight.
3. Sent to more than 100 shipping and international trade publications story on Halifax containerport. Shipping Digest, a weekly publication, has used it and we expect heavy coverage from the monthly publications.
4. Worked to furnish Business Abroad and Frozen Foods Magazine with additional background information on Halifax containerport.
5. Publicity appeared in the New Haven Courier and Travel Weekly on Gerald Redmond's new appointment as Deputy Minister of Trade and Industry for Tourism. Result of DCI release.
6. Container News published major feature on Halifax containerport, resulting from DCI placement.
7. As result of DCI work, Halifax Chronicle Herald and the Philadelphia Dispatch published stories on the recent Philadelphia and Pittsburgh industrial promotions implemented by DCI.
8. Weekly Bond Buyer ran story on availability of Nova Scotia Directory of Manufacturers merchandised by DCI. Received inquiries from Technical Publishing Company, the Susquehanna Corp., and the University of Michigan.

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9. Suggested to the N.S.I.S. Director that he write letter to the editor of the New York Times answering distortion on feature story on the Atlantic Provinces. This was done.
10. Drafted release to 200 publications announcing plans of Michelin to establish two major tire making plants in Nova Scotia. Sent widely.
11. Set up arrangements with major hotels in New York, Chicago, San Francisco and Los Angeles for fall and winter series of Nova Scotia lobster luncheons as follows:

<u>Date</u>	<u>City</u>	<u>Hotel</u>	<u>Room</u>
October 28	Chicago	Drake	Gold Coast Room
October 30	New York	N.Y. Hilton	Mercury Ballroom Suite
December 1	San Francisco	Fairmont	Grand Ballroom Lounge (travel reception)
December 2	San Francisco	Fairmont	Gold Room
December 3	Los Angeles	Biltmore	Galeria Room (travel reception)
December 4	Los Angeles	Biltmore	Blue Ballroom

That's it for July.

Sincerely,

Manny Ellenis

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Encl.